



Fundraising **Well**

LIFE Generation USA

The Charitable Foundation of LIFE

Development Director, US

Position Specification



Connect. Nurture. Promote.

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Position Specifications

Role Specifics

Position	Development Director, US
Organization	LIFE Generation USA
Location	Greater NYC Area (remote)
Reporting Relationship	CEO
Website	www.lifelebanon.com

The Opportunity

This is an incredible opportunity for an accomplished, entrepreneurial development professional to play a pivotal role in driving philanthropic support for LIFE Generation USA to help high-achieving students of Lebanese heritage achieve their full academic and career potential through pursuing higher education studies at elite universities around the world.

LIFE Overview

Originally launched in 2009 as Lebanese International Finance Executives, the organization has since rebranded to LIFE, and is largely funded by its membership, which is comprised of more than 950 executive leaders across multiple industries around the world. The organization has two main legal structures: LIFE Ltd, administering all operating costs related to running the organization, and LIFE Generation, the registered charity arm that originated in London. LIFE also has charitable status in France, Switzerland, and Lebanon, and has formally established a 501 (c) 3 in the US, LIFE Generation USA.

LIFE provides a platform to channel the influence of Lebanese executives worldwide to connect socially and professionally, nurture the next generation of global leaders, and promote Lebanon and issues important to the Lebanese community. LIFE achieves such objectives through a few activities. These include networking through organized events, offering young aspiring talent internships, scholarships, and mentoring, as well as raising awareness of Lebanon among international business circles.

There is a strong governance structure in place consisting of a Board of Directors, an Advisory Board, a few committees including those focusing on LIFE's 3 pillars: "Connect", "Nurture" and "Promote" alongside the country committees based in our international chapters, so far: Beirut, Dubai, Geneva, New York, Paris, London, Hong Kong, Singapore, Sydney, and Montreal. LIFE Generation has an independent Board of Trustees.

LIFE Membership is by invitation or referral only. A minimum of 7 years full-time experience is required, and members must be “serving officers” within their organizations. Professionals with less than 7 years of experience may join as junior members. Since 2013 LIFE has established Junior Councils in London, New York, Paris, Geneva, and Dubai.

Mission and Vision

LIFE aims to provide a platform to channel the energies and influence of Lebanese finance executives worldwide, towards accomplishing three stated aims (pillars):

- Establishing stronger bonds among Lebanese finance executive worldwide (Connect)
- Help the next generation succeed in the field of finance (Nurture)
- Promote Lebanon and act as an international policy partner for the Lebanese government and institutions in the areas of financial services (Promote)

Scholarship Program

LIFE Generation is the charity arm of LIFE and is focused on providing access to higher education for talented Lebanese students with financial need and promoting job creation in Lebanon. The LIFE Scholarship program supports outstanding Lebanese students in pursuing their higher education, achieving their career aspirations, and becoming the leaders of the future. The scholarship program is a unique combination of financial aid, employment guidance, and support through the LIFE network. Over the last 10 years, the LIFE Scholarship program has invested \$10 million to support more than 570 students, in nine countries, at more than sixty universities. LIFE Generation is looking to raise another \$10 million over the coming 5 years, and this position will play a critical role in developing and executing the strategy to achieve that goal.

Position Summary

Reporting into the CEO, the Development Director, US (DD) supports LIFE Generation USA’s ongoing growth and impact, providing capacity building for fundraising success to support the LIFE Scholarship program and other social impact goals. The DD will be charged with creating the narrative around nationwide support, closing five- and six-figure gifts, and generating a network of donor support. The Development Director will collaborate with leadership to set strategic direction and execute on fundraising efforts that further the organization’s mission, vision, and profile.

Specific responsibilities will include, but are not limited to, the following:

- Establish fundraising best practices and ensure that efforts are coordinated across markets.
- Work with the CEO and Global Director of Fundraising & Finance to establish and monitor transparent performance and development goals, assign accountabilities, set objectives, and identify priorities.
- Promote ongoing fundraising excellence in line with LIFE's values, mission, vision, and plans.
- Track fundraising data on key performance metrics and other measures of success; prepare reports related to fundraising efforts and donor engagement.
- Ensure that all fundraising messaging and publications are compelling and consistent with LIFE's brand and voice.
- Establish and develop relationships with key individual donors, foundations, and other partners, many of whom may be new to LIFE, actively cultivating new supporters and ensuring their continued engagement, with an eye toward ensuring sustainable multi-year support.
- Leverage prospect and donor tracking and moves management systems and programs to stay abreast of and report on active fundraising opportunities.
- Develop and leverage nuanced understanding of the US philanthropic space to drive fundraising efforts; identifying, stewarding, and closing gifts to meet ambitions revenue targets.
- Capitalize on existing relationships with US supporters and members to build out a network of engaged individual, foundation, and corporate partners.
- Play a highly visible external role and serve as the main ambassador and champion for LIFE in the US. Collaborate effectively to build cooperative partnerships with like-minded organizations.
- Steward, appoint, and grow local champions on the advisory board to meet fundraising goals and enhance LIFE's profile in the community.

Key Relationships

Reports into: CEO

Other key relationships: Global Director, Fundraising & Finance
Regional Manager, Membership US & Canada
US Board Chair & Advisors

Qualifications

The successful candidate will bring passion and enthusiasm for the LIFE Lebanon mission and have at least seven years of progressive development and leadership experience, including a successful track record in soliciting and securing five- and six-

figure gifts, solidifying systems and processes to support the holistic donor life cycle, and familiarity with cause-related philanthropy.

Specific qualifications include:

- Strong commitment to the mission and work of LIFE Lebanon coupled with the ability to compellingly convey the mission, impact, and needs across the community in an authentic way that honors the members and students supported by the organization.
- A purposeful, collaborative leadership style with the ability to plan and implement strategic initiatives and to inspire and motivate others; a high degree of emotional intelligence, social awareness, and empathy.
- History of setting and meeting ambitious fundraising goals from a wide range of donors; including experience raising six-figure gifts from individuals. Familiarity with nonprofit funding sources, including foundations, family offices, and corporations, with a nuanced understanding of the philanthropic and corporate community; a working knowledge of giving vehicles (stocks/securities, insurance policies, annuities, bequests, estate gifts, art, real estate, crypto currency, NFTs, etc.).
- Exceptional program administration and management skills, including, but not limited to, partnership cultivation, budget development/management, data sourcing/analysis, and stakeholder communications; ability to master a CRM (Life Generation USA uses Microsoft Dynamics 365).
- Demonstrated excellence in supporting volunteer fundraisers and cross-functional colleagues in resource development; an ability to provide ongoing feedback, resources, support, and infrastructure to achieve individual and collective goals.
- Direct experience working effectively with a diverse set of stakeholders including boards, senior executives, and external partners on strategic initiatives; experience recruiting and managing a fundraising board is strongly preferred.
- Proven track record of building a strong body of support from new donors, community partners, corporate partners, and other key constituents in support of an organization with which they were not previously engaged.
- Experience building and maintaining within-sector and cross-sector partnerships, and when necessary, problem solving through partnership challenges and conflict.
- Strong cultural competency skills and proven commitment to the values of diversity, equity, and inclusion.
- Highly effective skills in planning, organizing, attention to detail, and oral and written communication, including strong presentation skills.
- Unquestionable ethics, integrity, transparency, and accountability in all actions.
- Experience working in the education sector – higher education institutions and/or community education programs – is strongly preferred.
- Fluent English, working knowledge of Arabic and French is also helpful.

Education

Bachelor's degree or equivalent experience.

CFRE certification is considered to be a plus.

Compensation

Compensation and benefits will be competitive and commensurate with experience. A candidate who meets all the qualifications and preferences may anticipate a salary range of \$100,000 to \$120,000 USD.

LIFE Lebanon is an equal opportunity employer. All qualified applicants will be considered for employment without unlawful discrimination based on race, color, creed, national origin, sex, age, disability, marital status, sexual orientation, military status, prior record of arrest or conviction, or current employment status.

Fundraising Well Contacts

Please send your professional resume and a cover letter of interest to Search@FundraisingWell.com:

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